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MASTER CRAFTSMEN
METAL TREATING INSTITUTE

news release

INTERNATIONAL TRADE ASSOCIATION OF COMMERCIAL HEAT TREATERS
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FOR RELEASE: IMMEDIATELY

METAL TREATING INDUSTRY RECORDS 3.3% INCREASE IN BILLINGS FOR FIRST THREE QUARTERS OF 1987

Sales for the January-September 1987 period reached $375.7 million compared to $363.7 million in 1986.

For September Commercial Heat Treaters had billings of $43.6 million, up 7.8% from the September 1986 total of $40.4 million. The 1987 autumn climb in sales is marked by a 9.7% increase from August to September.

Eight MTI districts improved their performance over September 1986. After three quarters, three districts remain below their 1986 totals.

A summary of percentage change by geographic regions follows:

	District	Sep 87 vs. Sep 86	Total 1987 vs. 1986
1	New England (MA-RI-CT)	2.2	- 0.8
2	Middle Atlantic (NY-NJ-E. PA-MD)	5.0	- 3.0
3	South Central (W. PA-OH-IN-KY)	0.9	4.2
4	Michigan	- 2.0	- 4.8
5	Southeast (VA-NC-SC-GA-AL-TN-FL)	14.2	1.9
6	North Central (IL-WI-MN-MO-IA)	18.2	13.8
7	Pacific Coast (CA-AZ-ORE-WASH)	1.1	2.9
8	Southwest (TX-OK-AR-CO-LA-UT)	48.6	7.5
9	Canada	13.1	5.5

METAL TREATING INSTITUTE
300 NORTH 2ND STREET, SUITE 11
JACKSONVILLE BEACH, FLORIDA 32250
ANALYSIS OF NATIONAL BILLINGS

SEPTEMBER, 1987

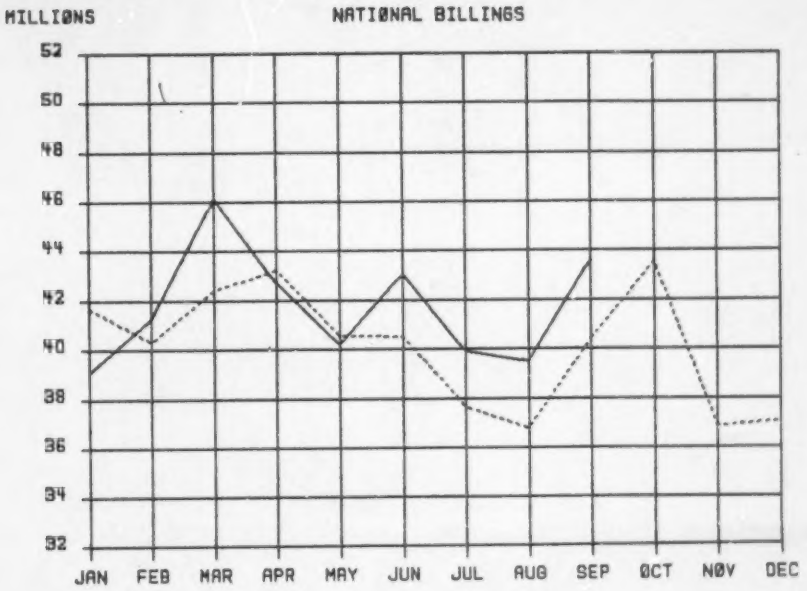
BILLINGS FOR MONTH

	Total Members[1]	Billings For Month -In Thousands-			Monthly % Of Billings	
		1986	1987	%	1986	1987
Total	317	40446.3	43614.2	7.8	100.0	100.0
Dist. 1	15	3350.1	3423.0	2.2	8.3	7.8
Dist. 2	42	4370.6	4587.6	5.0	10.8	10.5
Dist. 3	61	7814.2	7882.4	0.9	19.3	18.1
Dist. 4	32	5267.4	5164.1	- 2.0	13.0	11.8
Dist. 5	24	2163.0	2471.0	14.2	5.3	5.7
Dist. 6	50	6582.6	7782.5	18.2	16.3	17.8
Dist. 7	34	5535.8	5595.2	1.1	13.7	12.8
Dist. 8	22	1808.9	2688.1	48.6	4.5	6.2
Dist. 9	23	3553.8	4020.2	13.1	8.8	9.2
Foreign	10					

BILLINGS TO DATE

	Billings To Date -In Thousands-			To Date % Of Billings	
	1986	1987	%	1986	1987
Total	363679.9	375703.2	3.3	100.0	100.0
Dist. 1	28912.0	28676.9	- 0.8	7.9	7.6
Dist. 2	39359.1	38179.1	- 3.0	10.0	10.2
Dist. 3	66667.8	69469.4	4.2	18.3	18.5
Dist. 4	49375.5	47017.8	- 4.8	13.6	12.5
Dist. 5	20712.0	21104.4	1.9	5.7	5.6
Dist. 6	57736.5	65706.2	13.8	15.9	17.5
Dist. 7	49728.1	51147.5	2.9	13.7	13.6
Dist. 8	19821.7	21302.3	7.5	5.5	5.7
Dist. 9	31367.1	33099.5	5.5	8.6	8.8

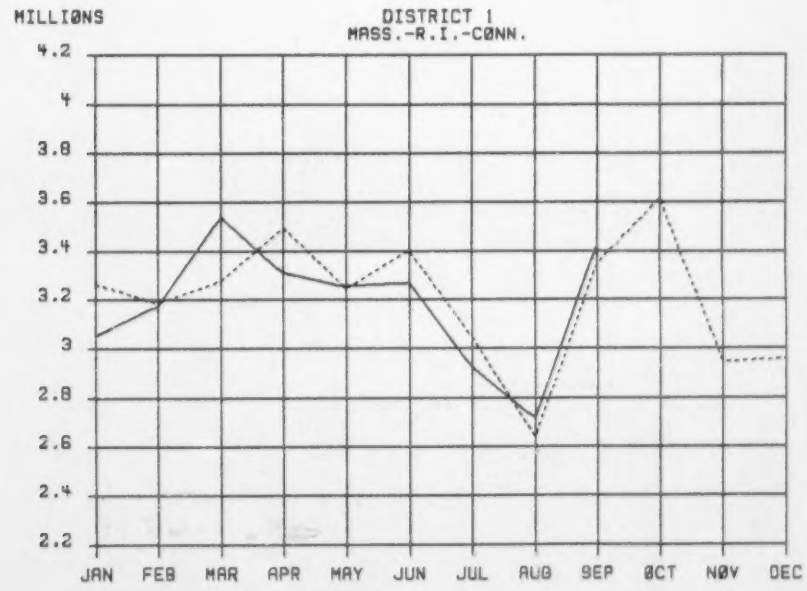
1 Total MTI membership including firms that do not participate in monthly analysis. Updated: 5/87



1986 - - - -

1987 ———

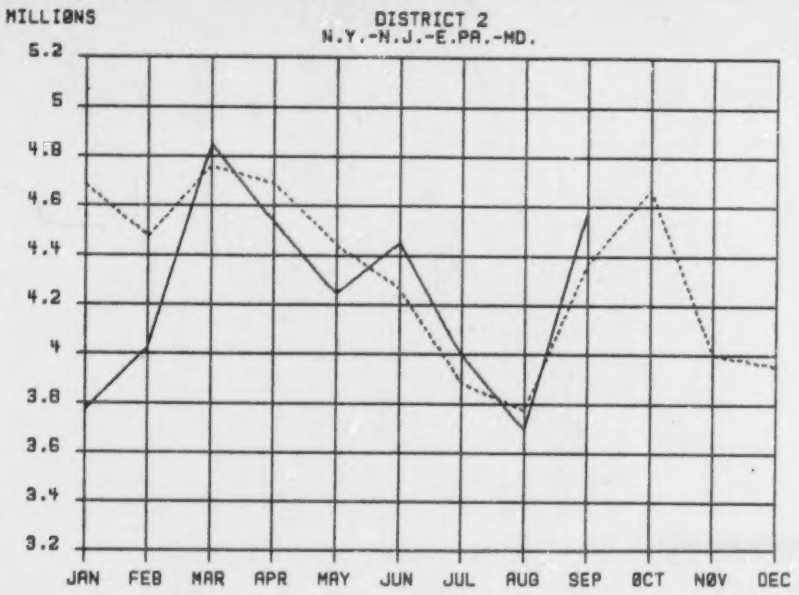
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-6.2	2.4	8.8	-1.1	-0.8	6.3	6.0	7.5	7.8			
Cumulative	-6.2	-2.0	1.7	1.0	0.6	1.5	2.1	2.7	3.3			



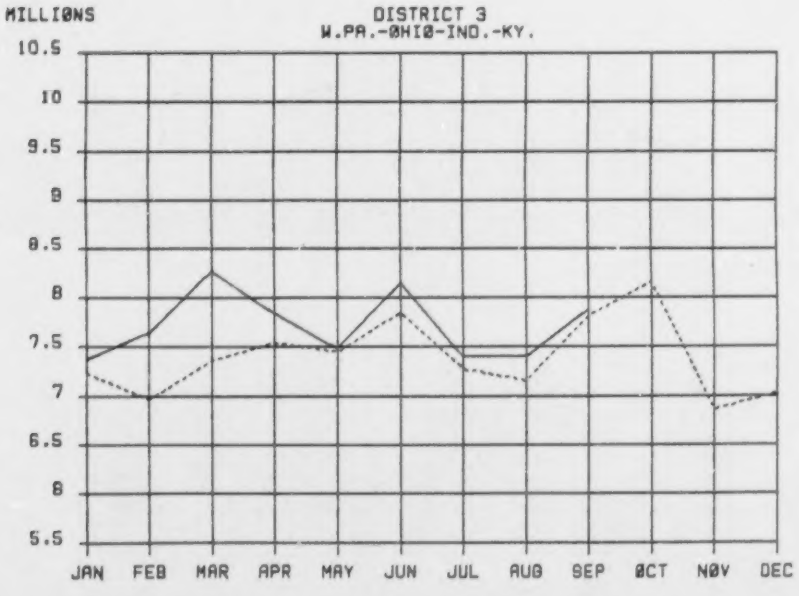
1986 - - - -

1987 ———

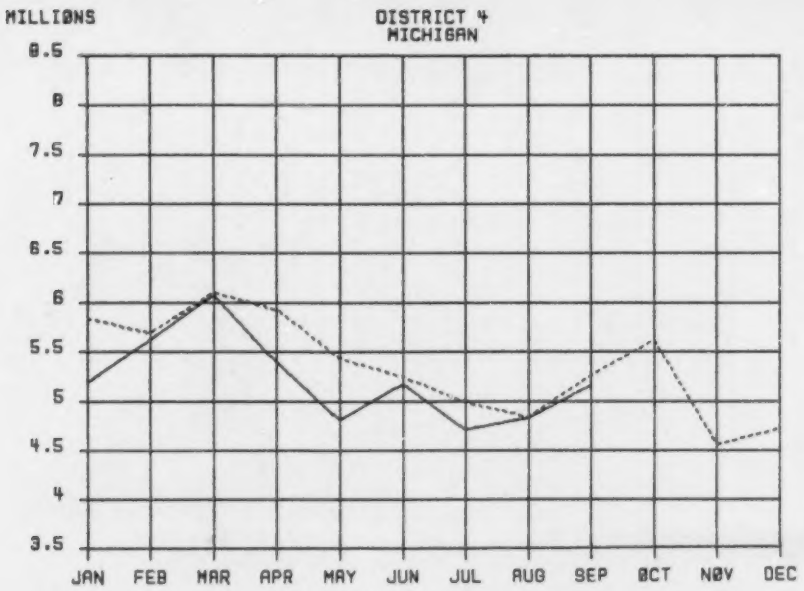
Gain or Loss % Change	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
Monthly	-6.4	-0.4	8.0	-5.3	0.4	-3.9	-3.9	2.8	2.2			
Cumulative	-6.4	-3.4	0.4	-1.1	-0.8	-1.3	-1.7	-1.2	-0.8			



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	-19.4	-10.0	1.8	-3.2	-4.5	4.3	3.0	-2.1	5.0			
	Cumulative	-19.4	-14.8	-9.1	-7.6	-7.0	-5.2	-4.2	-4.0	-3.0			



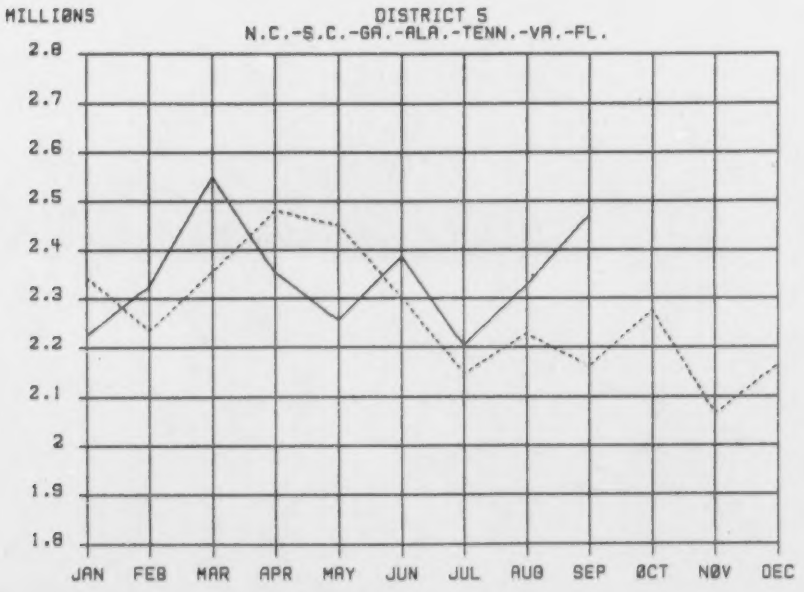
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
% Change	Monthly	1.9	9.7	12.3	4.0	0.5	3.9	1.7	3.4	0.9			
	Cumulative	1.9	5.8	8.0	7.0	5.7	5.3	4.8	4.6	4.2			



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-11.1	-1.2	-0.4	-8.9	-11.5	-1.4	-5.5	-0.3	-2.0			
% Change	Cumulative	-11.1	-6.2	-4.2	-5.4	- 6.5	-5.7	-5.7	-5.1	-4.8			



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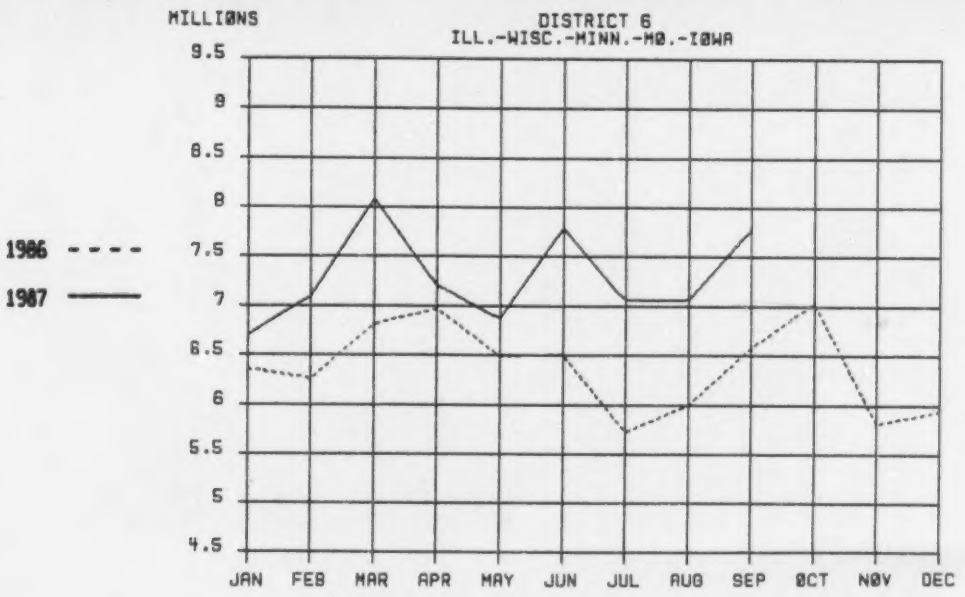
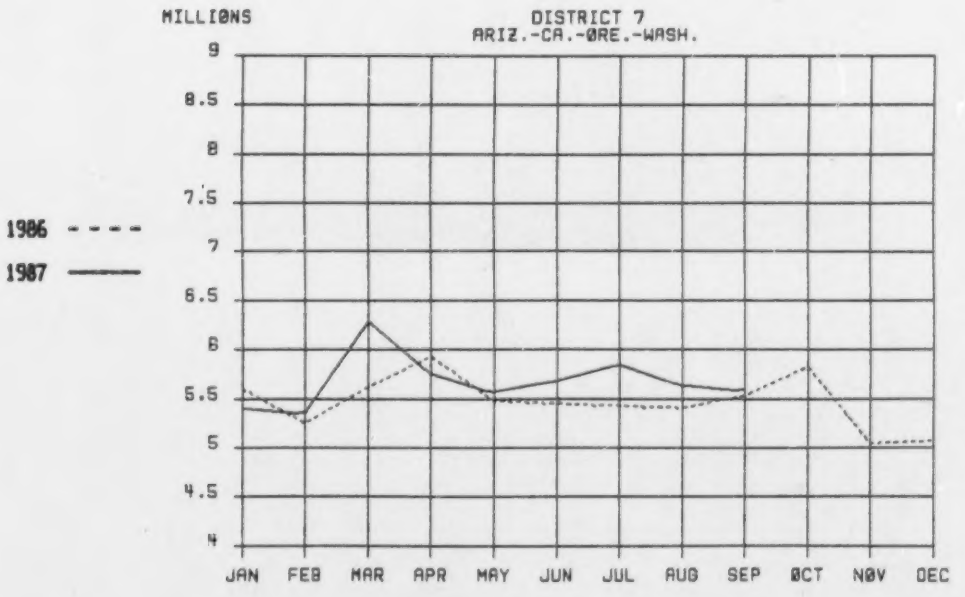
1987 ———

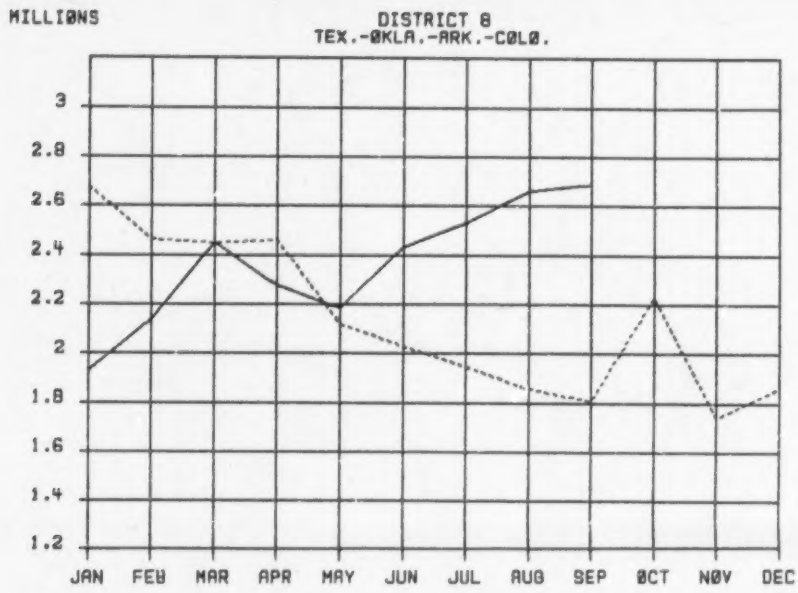
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-5.1	4.0	8.3	-5.2	-8.0	3.6	2.7	4.4	14.2			
% Change	Cumulative	-5.1	-0.6	2.4	0.4	-1.3	-0.5	-0.1	0.5	1.9			



Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	5.4	13.3	18.7	3.5	6.0	19.7	23.4	17.8	18.2			
% Change	Cumulative	5.4	9.3	12.6	10.2	9.4	11.1	12.6	13.2	13.8			



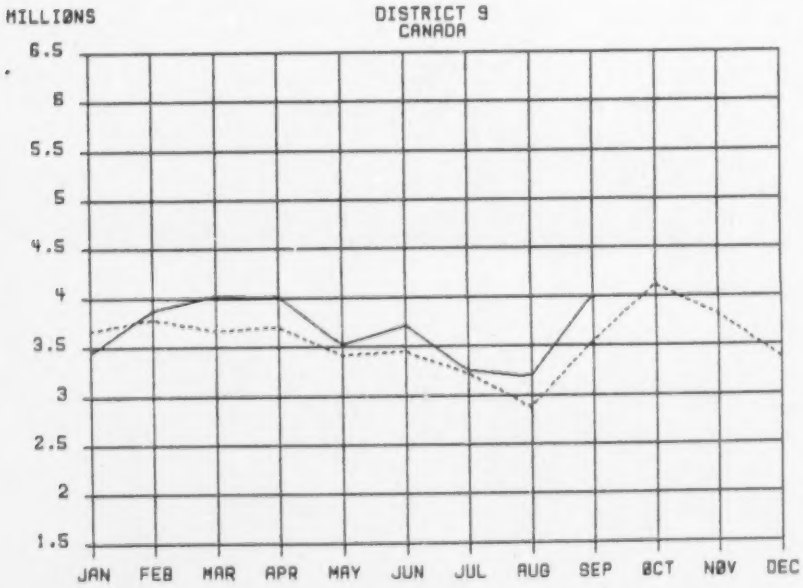
Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-3.7	2.1	11.9	-3.0	1.7	4.3	7.6	4.2	1.1			
% Change	Cumulative	-3.7	-0.9	3.5	1.7	1.7	2.2	2.9	3.1	2.9			



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-28.0	-13.2	0.1	- 7.4	3.1	19.7	29.9	43.3	48.6			
% Change	Cumulative	-28.0	-20.9	-14.1	-12.5	-9.1	-5.5	-1.3	3.3	7.5			



1986 - - - -

1987 ———

Gain or Loss		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
	Monthly	-6.1	2.5	9.6	8.3	3.3	7.7	1.0	11.2	13.1			
% Change	Cumulative	-6.1	-1.8	2.0	3.6	3.5	4.2	3.8	4.6	5.5			